

# **The Prinz Law Office Announces Adoption of New Subscription Billing Plan**

Prinz Law Announcement 10.3.18

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## **Advertisement for Upcoming Webinar on Negotiating SaaS Agreements Sponsored by Clear Law Institute**

Webinar Mailer 10.26.18

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## **What SaaS Companies Need to Know about Source Code Escrow Agreements**

If you run a SaaS company, you may come across a negotiation where a prospective customer or business partner insists on the inclusion of source code escrow in the deal terms. However, the traditional source code escrow product is unlikely to provide the protections that your prospective

customer or business partner is seeking. The Silicon Valley Software Law Blog addresses the issue of source code escrow products designed for SaaS products and what SaaS companies need to know about them in the following blogpost:

<http://www.siliconvalleysoftwarelaw.com/what-saas-companies-need-to-know-about-source-code-escrow-agreements/>

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# **Software and IT Lawyer Kristie Prinz to Speak on “Drafting Software Hosting Agreements: Service Availability, Performance, Data Security, and Other Key Provisions”**

Press Release on January 23, 2018 Webinar

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## **San Jose Lawyer Kristie Prinz to Speak on “Drafting SaaS**

# **Contracts” at Webinar Hosted by The Prinz Law Office**

Prinz Law founder and San Jose software lawyer Kristie Prinz will speak at a webinar hosted by The Prinz Law Office on “Best Practices for Drafting SaaS Contracts that Reduce the Customer Sales Cycle & Avoid Disputes.” The webinar will take place on October 26, 2017 from 10:00 a.m. to 11:30 a.m. PST. The webinar will address such topics as:

- What makes an effective SaaS customer contract?
- What terms should SaaS customers expect?
- Common challenges with customer negotiations.
- What drafting problems frequently result in stalled contract negotiations? Customer disputes?
- How can better drafting close deals faster? Avoid subsequent customer disputes?

To register for the webinar, please sign up at this [link](#).

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## **San Jose SaaS Lawyer Kristie Prinz to Speak on “Drafting SaaS Contracts” at 10.26.17 Webinar Hosted by The Prinz Law Office**

Prinz Law founder and San Jose SaaS lawyer Kristie Prinz will speak at a webinar hosted by The Prinz Law Office on “Best Practices for Drafting SaaS Contracts that Reduce the Customer Sales Cycle & Avoid Disputes.” The webinar will take place on

October 26, 2017 from 10:00 a.m. to 11:30 a.m. PST. The webinar will address such topics as:

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To register for the webinar, please sign up at this [link](#).

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# **Silicon Valley Software Lawyer Kristie Prinz to Speak on “Best Practices for Drafting SaaS Contracts” in Webinar Hosted by The Prinz Law Office**

Press Release for 10.26.17 webinar

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**SaaS                      Agreements                      Lawyer**

# **Kristie Prinz to be featured speaker for “Negotiating Software as a Service Contracts” Webinar Hosted by Clear Law Institute**

Silicon Valley Software Lawyer Kristie Prinz will be featured as a speaker for the webinar “Negotiating Software as a Service Contracts” for the Arlington, Virginia-based Clear Law Institute on Tuesday, September 12th from 12-1:15 p.m. PST.

Clear Law Institute is making available a special promotional discount of 35% off to attendees who sign up via The Prinz Law Office using this promo code: **krpri35**.

To register for the event, sign up at this link:  
<http://clearlawinstitute.com/shop/webinars/negotiating-software-service-contracts-091217/>.

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## **Common Software Fee Drafting Problems and How to Fix Them**

A common problem in software and SaaS agreements is that the fee terms in the contract make no sense. Why is this the case and how do you fix the terms? The Silicon Valley Software Law Blog addresses this issue in the following posting:

<http://www.siliconvalleysoftwarelaw.com/common-software-agreement-fee-drafting-problems-and-how-to-fix-them/>

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# **Does Your Customer Software License or SaaS Agreement Leave Your Company Vulnerable to a Dispute Over Implementation?**

If your company is like most in the software space, your product requires some sort of initial set-up and configuration for customers that in an enterprise scenario can require a significant investment of time and resources. However, many software contracts are silent regarding what is involved in this initial phase of a business relationship, which results in many disputes. The Silicon Valley Software Law Blog discusses this issue in the following blogpost:

<http://www.siliconvalleysoftwarelaw.com/does-your-customer-software-license-or-saas-agreement-leave-your-software-company-vulnerable-to-a-legal-dispute-over-implementation/>

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## **Could a Software Developer Whose Code is Used for**

# Hacking be Convicted of a Crime?

If you are a developer and you develop code that hackers then use to commit crimes, then you may be at risk for criminal prosecution. Could prosecution of developers for code used by hackers be a new trend in law enforcement? For more information on the risks to software developers, please check out this Silicon Valley Software Law Blog posting:

<http://www.siliconvalleysoftwarelaw.com/could-a-software-developer-whose-code-is-used-for-hacking-be-convicted-of-a-crime/>

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# Service Level Agreements: What is a Service Level Agreement or “SLA” and When Do You Need One?

If you are in the software industry, you probably have heard of a “service level agreement” or “SLA” but do you really understand what a service level agreement is or why you might need one? The Silicon Valley Software Law Blog addresses this issue in the following blogpost:

<http://www.siliconvalleysoftwarelaw.com/service-level-agreements-what-is-a-service-level-agreement-or-sla-and-when-do-you-need-one/>

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# **Recent Class Actions Provide Valuable Lesson on Why SaaS Contracts Should Be Drafted to Fit A Company's Business Model**

If your company is like most, you may be using a software agreement that has nothing to do with your company's business practices or business model. Why is this a bad idea? Well, several recent class action suits provide a recent example of why this can be very problematic for a software company. The Silicon Valley Software Law Blog addresses this issue in the following blogpost:

<http://www.siliconvalleysoftwarelaw.com/recent-software-class-actions-provide-valuable-lesson-on-why-saas-contracts-should-be-drafted-to-fit-companys-business-model/>

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## **SaaS Lawyer Kristie Prinz to Speak at Upcoming Webinar on "Negotiating Software as a**



# Service Contracts”

SaaS Lawyer Kristie Prinz will be speaking on “Negotiating Software as a Service Contracts” at a webinar sponsored by Clear Law Institute, which will be held at 10 a.m. PST/1 p.m. EST on May 6, 2016. For more information on the webinar, please contact Clear Law Institute at <http://clearlawinstitute.com/>.